

Message Text

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ORIGIN OPIC-06

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R 132100Z NOV 75
FM SECSTATE WASHDC
TO AMEMBASSY LAGOS

UNCLAS STATE 269305

E.O. 11652: N/A

TAGS: EFIN

SUBJECT: OPIC INVESTMENT PROMOTION

REF: LAGOS 10756

ATTENTION R. REDMOND

1. COPIES OF MISREPRESENTATIVE CREDIT REPORTS HAVE BEEN
FORWARDED TO BRUME, ALIKA, AND REDMOND UNDER SEPARATE COVER.

2. HAVE INFORMED H. D. LEE OF NEGATIVE INFORMATION REGARD-
ING CLOTHING MANUFACTURING JOINT VENTURE WITH OGUNDERO.
NEVERTHELESS, H. D. LEE REPRESENTATIVE PELINI STILL PLANS
TRIP TO LAGOS LATE NOVEMBER AND WOULD LIKE TO MEET WITH
OGUNDERO. ALSO INTERESTED IN MEETING WITH ANY TEXTILE MANU-
FACTURING FIRM WHO MIGHT BE INTERESTED IN THREE WAY JOINT
VENTURE. REQUEST EMBASSY ATTEMPT TO PROVIDE NAMES OF
SEVERAL TEXTILE MANUFACTURERS TO PELINI UPON HIS ARRIVAL.
DETAILS OF ITINERARY WILL BE FORWARDED.

3. JOHN O'DONNELL JR., SON OF PRES. OF WHEATLAND TUBE CO.,
ARRIVING LAGOS NOVEMBER 17 FOR ONE WEEK. PURPOSE OF TRIP TO
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TALK TO ASHAMU AND OTHER INDIGENOUS STEEL PIPE IMPORTERS

ABOUT POSSIBLE EXPORT ARRANGEMENTS LEADING TO A JOINT VENTURE. DOES NOT PLAN VISIT ONOKPASAH. WHEATLAND MET WITH ASHAMU DURING HIS RECENT VISIT TO U.S. WILL MEET WITH ASHAMU SUBORDINATE HANDLING TUBE PROJECT AS WELL AS SPEND TIME AT ASHAMA FARM PRIOR TO SPEAKING WITH OTHER CONTACTS. REQUEST EMBASSY ASSIST O'DONNELL IN EVERY WAY POSSIBLE IN THAT WHEATLAND STILL PRIME PROSPECT FOR INVESTMENT IN NIGERIA, AND THIS IS FIRST VISIT. PLEASE PASS O'DONNELL FROM PARNELL: IT WOULD BE WORTH SPEAKING WITH "OMATS" AT UNIVERSITY LAGOS ENGINEERING DEPT. BASED ON RECENT CORRESPONDENCE FROM HIM AND OUR PREVIOUS DISCUSSIONS.

4. OTHER PROSPECTS:

(A) OSHILAJA (PRINTEX) MET WITH B. F. GOODRICH TO DISCUSS POSSIBLE JOINT VENTURE IN MANUFACTURE OF POLYETHYLENE FILM. OSHILAJA CURRENTLY PRINTING PAPER AND CELLULOSE FILM, AND WISHES TO EXPAND INTO POLYETHYLENE FILM. B. F. GOODRICH HAS TECHNOLOGY AND SEES MANY USES OF POLYETHYLENE. PLANS VISIT TO NIGERIA AND OSHILAJA OPERATION IN EARLY 1976.

(B) SAJAR PLASTICS AND AFFILIATE MIDDLEFIELD CORP., WHO MANUFACTURE AND MARKET PLASTIC SANITARY WARES, ALSO MET WITH ASHAMU DURING RECENT VISIT. ASHAMU INTERESTED IN IMPORTING PRODUCT TO DETERMINE ACCEPTABILITY IN NIGERIAN CONSTRUCTION MARKET PRIOR TO DISCUSSING TERMS OF MANUFACTURING JOINT VENTURE. SAMPLES HAVE BEEN SHIPPED TO ASHAMU, AND ORDER EXPECTED FROM HIM BY END OF YEAR, AT WHICH POINT DISCUSSIONS OF POSSIBLE JOINT VENTURE ARRANGEMENT WILL TAKE PLACE. POSSIBLE SAJAR/MIDDLEFIELD REPRESENTATIVES VISIT ASHAMU WITHIN NEXT TWO MONTHS. KISSINGER

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